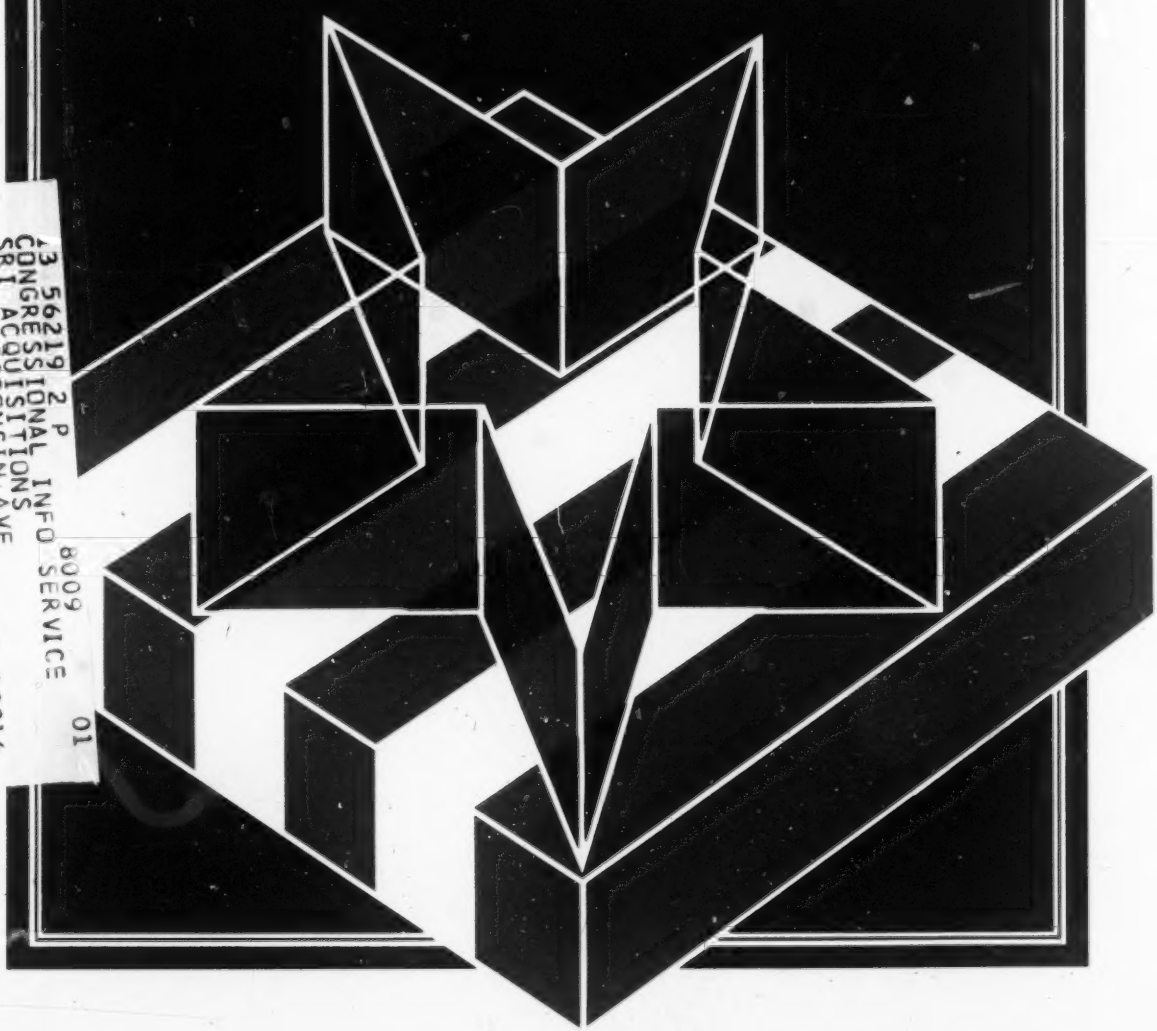
Mortgage Banker

MARCH 1980

SPECIAL SECTION

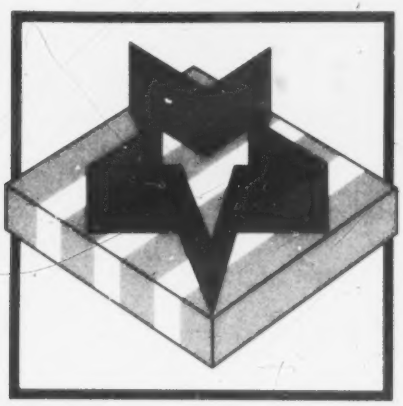
IN AND ABOUT THE FEDERAL SECTOR



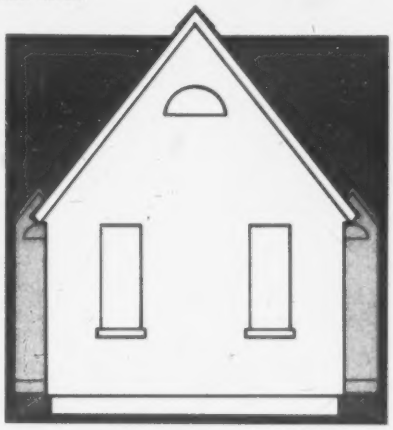
A3 56219 2 P
CONGRESSIONAL INFO SERVICE
SRI ACQUISITIONS
7101 WISCONSIN AVE
WASHINGTON DC 20014
8009 01

Mortgage Banker

VOLUME 40 NUMBER 6 MARCH 1980



23 The Federal Sector



44 Private Mortgage Insurance

38 Art Buchwald

In and About the Federal Sector

PROFILE: Ronald P. Laurent, New GNMA President 24

The HUD GPM Program: An Evaluation
Dr. Emma D. McFarlin and Thomas Vitek 27

Starting To Do Business with the Mortgage Corporation
Philip R. Brinkerhoff 30

A Bid Strategy for the FHLMC Sixty-Day Auction
Mike Miles and Steve Sears 33

In Washington, It's Not Who Or What You Know But What Your Mortgage Is
Art Buchwald 38

Lenders Learn Home Renovation
Dorotha R. Willix 40

Private Mortgage Insurance—Its Expanding Role
Steven P. Doehler 44

How the Housing Capital Corporation Helps Mortgage Bankers
William A. Schainker 48

DEPARTMENTS

Starts	7	Books	55
Industry	9	Mortgage Market Trends	60
People	17	Classified Advertisements	65
The Association	51	Advertisers Index	68

Executive Editor, William E. Henry
Editor, John T. Aquino
Advertising, J. Michael McFall
Assistant Editor, Stephanie Smart
Circulation, Lygia Washington

Published monthly since 1939 by the Mortgage Bankers Association of America

Mortgage Banker (ISSN 0027-1241)
Published monthly and Copyright © 1980 by the Mortgage Bankers Association of America. Opinions expressed are those of the authors or the persons quoted and not necessarily those of the Association. Subscription rates: $10 per year, $20 for three years, or $5 each for ten or more subscriptions mailed to the same addressee. In Canada, $12 per year, foreign $14 per year. Individual copies, $2.50 each. Controlled circulation postage paid at Richmond, VA. Subscription orders should be sent to P.O. Box 37236, Washington, D.C. 20013. Letters, manuscripts, change of address, and all other correspondence should be sent to Mortgage Banker, 1125 15th Street, NW, Washington, D.C. 20005. Six to eight weeks are required for a change of address. Along with new address, send last magazine label.

Business and Editorial Offices
1125 15th Street, N.W.
Washington, D.C. 20005
(202) 785-8333

Mortgage Market Trends

Prepared by MBA's Economics Department

February 15, 1980

While many Americans have yet to face the realities of recession in 1980, the home-building industry is already reeling from the impact of the high interest rates and declining real personal income that resulted from unrestrained double-digit inflation.

While housing starts have continued in excess of 1.5 million units in recent months, such a level of production is not likely to continue as sales volumes fall. Forward commitments to builders have allowed starts to remain at relatively high levels. We should, however, expect a significant decline in new housing construction to begin this month, and the low point for residential construction is most likely to occur in March and April. For 1980 as a whole, the level of housing starts is expected to be around 1.5 million units.

While the 25 percent drop expected in the level of housing construction between 1980 and peak-year 1979 is alarming, it becomes less so when compared to the 1974-75 housing bust, which saw construction activity fall between 50-60 percent.

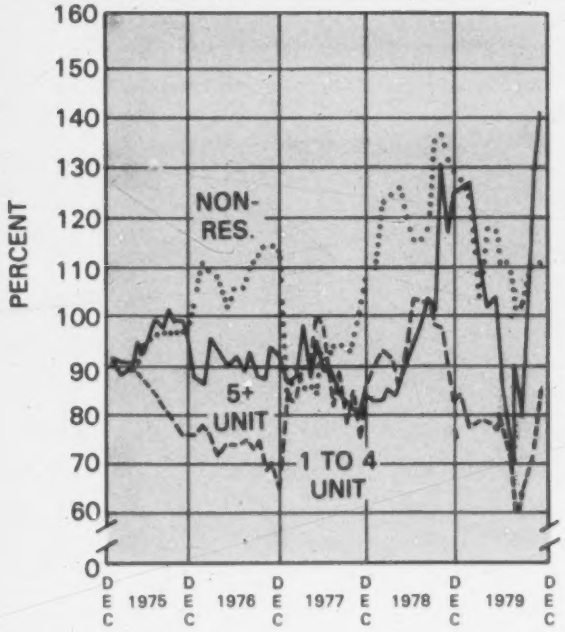
Reduced levels of production in housing, as well as in other areas, will cause a reduction in supply at the same time demand is growing. The coming of household-forming age of the World War II baby boom is creating tremendous demands on all sectors of the economy. If the availability of good housing, for example, is reduced through policy decisions while the demand is increasing, the net result will be a significant increase in the price of that housing. As housing becomes scarce with a reduction in starts and income grows with increased government spending aimed at stimulating the sagging economy, people will have to bid up the prices on homes that are available for sale. While 1980 itself is not likely to feel the inflationary pressures being evolved, future periods will.

Following the general economic trend, as well as the housing market, nonresidential activity is also likely to slow during 1980. Retail space construction will slow during 1980 as residential activity falls, and the expected decline in retail sales will also cause some curtailment in the construction of new retail facilities. Similarly, warehouse facilities are likely to see reduced activity as inventory levels stabilize.

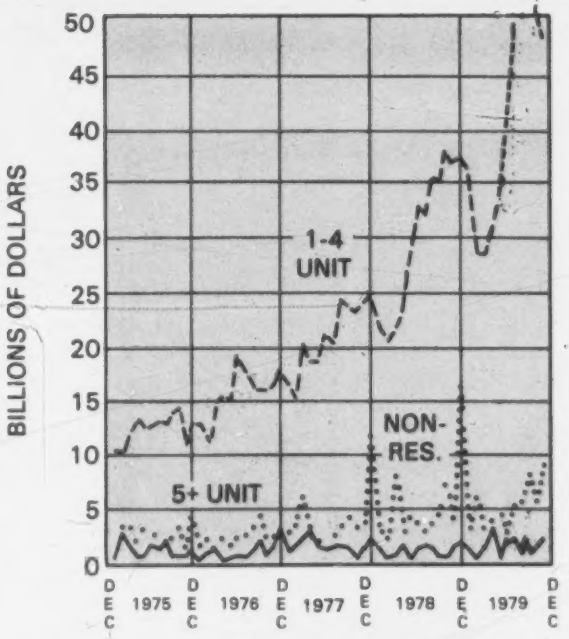
Industrial real estate activity will also slacken, although not as extensively as in previous recessions. Inventory levels have remained in line with sales volumes; hence the inventory excesses of the previous recession do not exist today, and capacity utilization should not fall to as low a level as would otherwise be the case. With higher capacity utilization, industrial expansion will not slow for as long as it would with inventory excesses, as was the case in the 1974-75 recession.

Frances E. Wrocklage, Senior Economist

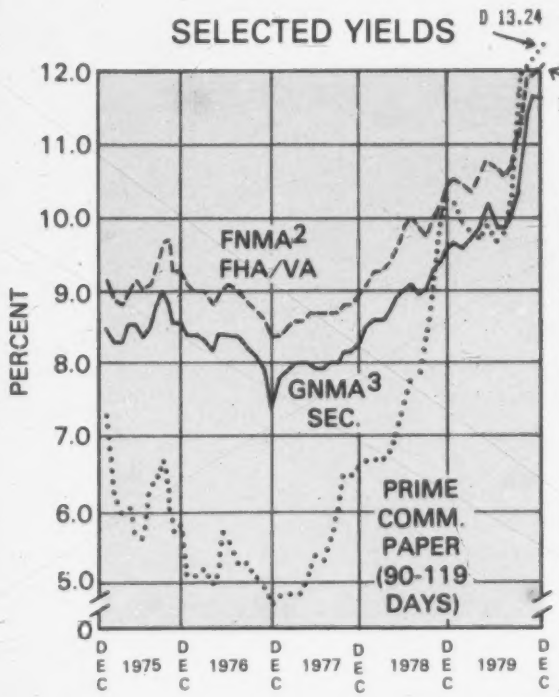
MORTGAGE BANKERS' LONG-TERM MORTGAGE COVERAGE[1]



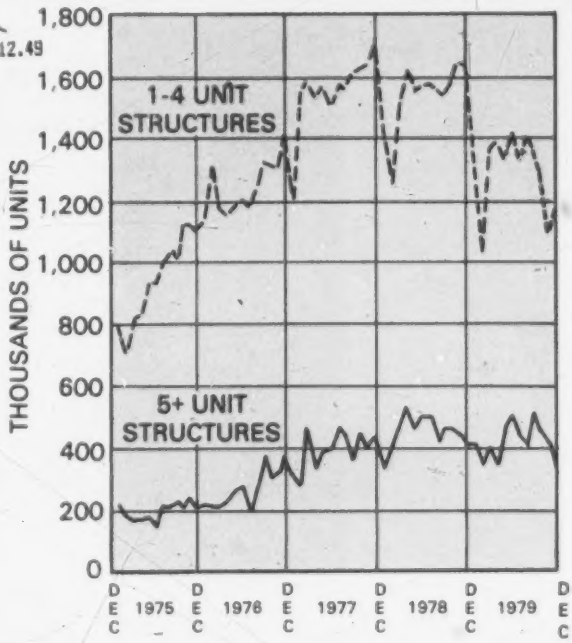
MORTGAGE BANKERS' LONG-TERM MORTGAGE LOANS CLOSED SEASONALLY ADJUSTED ANNUAL RATES



SELECTED YIELDS



HOUSING STARTS SEASONALLY ADJUSTED ANNUAL RATES



FOOTNOTES
1. OUTSTANDING LONG-TERM COMMITMENTS RECEIVED FROM INVESTORS DIVIDED BY THE SUM OF OUTSTANDING END OF MONTH INVENTORY AND OUTSTANDING LONG-TERM COMMITMENTS ISSUED TO BORROWERS, MULTIPLIED BY 100.
2. WEIGHTED AVERAGE GROSS YIELDS FOR ACCEPTED BIDS OF ALL FNMA FREE MARKET AUCTIONS DURING THAT MONTH.
3. SURVEY OF THREE NEW YORK SECURITY DEALERS. SECURITIES FOR IMMEDIATE DELIVERY.

SOURCES: BUREAU OF THE CENSUS, FEDERAL NATIONAL MORTGAGE ASSOCIATION, FEDERAL RESERVE BOARD, MORTGAGE BANKERS ASSOCIATION

MBA — ECONOMICS DEPARTMENT

MORTGAGE MARKET TRENDS–MARCH 1980

RESIDENTIAL STRUCTURES, BY UNIT TYPE
(Units in thousands)

Year and Month	PERMITS 16,000 ISSUING PLACES: Actual: Total	1-4 Units	5+ Units	PERMITS 16,000 ISSUING PLACES: Seasonally Adjusted Annual Rate: Total	1-4 Units	5+ Units	HOUSING STARTS: Actual: Total	1-4 Units	5+ Units	HOUSING STARTS: Seasonally Adjusted Annual Rate: Total	1-4 Units	5+ Units
1978												
SEP	141	99	42	1.731	1.217	514	181	135	46	2.024	1.544	480
OCT	148	107	41	1.719	1.260	459	192	145	47	2.054	1.571	483
NOV	129	91	38	1.724	1.245	479	158	122	36	2.107	1.652	455
DEC	104	71	33	1.664	1.285	379	120	89	31	2.074	1.658	416
1979												
JAN	81	56	25	1.324	959	365	88	64	24	1.679	1.263	416
FEB	84	57	27	1.321	878	443	84	64	20	1.381	1.029	352
MAR	141	103	38	1.531	1.103	428	153	120	33	1.786	1.382	404
APR	139	106	33	1.437	1.082	355	161	131	30	1.745	1.393	352
MAY	162	111	41	1.618	1.163	455	189	144	45	1.835	1.345	490
JUN	156	112	44	1.639	1.144	495	193	147	46	1.935	1.419	516
JUL	138	104	34	1.528	1.136	392	164	130	34	1.791	1.360	431
AUG	152	111	41	1.654	1.181	473	172	133	39	1.806	1.400	406
SEP	140	90	50	1.775	1.166	609	164	117	47	1.921	1.376	545
OCT	141	96	45	1.542	1.064	478	169	122	47	1.762	1.298	464
NOV	98	64	34	1.263	850	413	119	82	37	1.522	1.108	414
DEC	78p	50p	28p	1.204p	872p	332p	89p	63p	26p	1.527p	1.177p	350p
12 months												
1979	1.510p	1.070p	430p				1.745p	1.317p	428p			
1978	1.800	1.313	487				2.020	1.558	462			
1977	1.689	1.246	443				1.988	1.574	414			
1976	1.280	980	300				1.538	1.250	288			

VALUE OF NEW CONSTRUCTION PUT IN PLACE
(Dollars in millions)

Year and Month	Seasonally Adjusted Annual Rate: Total	1 Unit	2+ Units	Non-Res
1978				
SEP	115.051	63.063	13.742	38.246
OCT	115.529	63.460	13.366	38.703
NOV	118.608	64.884	14.024	39.700
DEC	120.739	66.243	14.251	40.245
1979				
JAN	112.999	61.407	13.208	38.384
FEB	115.191	62.308	14.663	38.220
MAR	119.211	61.376	14.967	42.868
APR	118.621	59.868	16.108	42.645
MAY	120.904	59.735	15.932	45.248
JUN	124.452	60.363	17.300	46.789
JUL	125.507	60.554	17.196	47.757
AUG	125.398	60.522	17.775	47.101
SEP	125.801	60.352	18.726	46.723
OCT	127.858	60.158	18.167	49.533
NOV	127.546	58.799	19.081	49.666
DEC	130.053p	58.019p	20.421p	51.613p

HOUSE SALES
(Units in thousands)

Year and Month	EXISTING HOUSES[1]	NEW HOUSES: Sold	Available For Sale	Months Supply at Current Rate
1978				
SEP	329	68	419	6.2
OCT	335	70	414	5.9
NOV	303	53	422	8.0
DEC	236	51	421	8.3
1979				
JAN	245	53	411	7.8
FEB	263	58	399	5.3
MAR	336	73	416	5.7
APR	336	72	417	5.7
MAY	374	69	426	6.2
JUN	348	64	420	6.6
JUL	347	66	421	6.3
AUG	381	69	419	6.1
SEP	317	62	414	6.7
OCT	334	55	416	7.6
NOV	261	39	412	10.5
DEC	200	34p	407p	12.0p
12 months				
1979	3.742	714p		
1978	3.905	817		
1977	3.571	820		
1976	3.001	647		

RESIDENTIAL STRUCTURES, BY REGION
(Units in thousands)

Year and Month	PERMITS 16,000 ISSUING PLACES: Actual: North East	North Central	South	West	Seasonally Adjusted Annual Rate: North East	North Central	South	West	STARTS: Actual: North East	North Central	South	West	Seasonally Adjusted Annual Rate: North East	North Central	South	West
1978																
SEP	18	37	48	39	204	424	602	501	22	42	73	44	233	448	808	535
OCT	16	37	53	42	162	375	657	525	21	27	78	46	206	432	879	537
NOV	16	28	48	36	196	355	670	503	17	43	62	37	186	526	852	543
DEC	13	16	39	36	198	327	612	527	14	19	47	39	238	447	786	603
1979																
JAN	10	8	35	29	189	198	500	437	8	7	45	28	275	245	745	414
FEB	6	10	37	31	140	229	506	446	6	7	42	29	168	184	614	450
MAR	12	25	62	42	143	294	646	448	12	6	75	40	177	363	794	452
APR	14	31	51	43	142	297	543	455	15	34	65	47	160	354	690	541
MAY	18	37	60	48	181	328	616	493	18	50	72	51	170	412	746	507
JUN	18	34	59	45	199	332	636	472	19	24	79	51	181	377	890	487
JUL	15	27	51	45	161	281	585	501	18	36	68	43	182	351	794	464
AUG	15	30	50	47	147	310	664	533	20	39	74	40	183	384	786	453
SEP	19	29	54	39	217	337	704	517	13	39	67	46	147	429	762	583
OCT	14	28	59	38	151	271	673	447	21	35	73	40	188	306	812	456
NOV	13	16	42	27	152	191	557	363	19	20	53	27	170	248	714	390
DEC	10p	12p	32p	24p	144p	224p	490p	346p	10p	14p	40p	27p	151p	302p	669p	405p
10 months																
1979	164p	287p	601p	458p					179p	311p	643p	469p				
1978	194	388	668	550					200	451	824	545				
1977	182	403	562	546					201	464	783	538				
1976	150	317	400	412					170	401	569	400				

CONSTRUCTION STATUS
(units in thousands)

Year and Month	UNDER CONSTRUCTION: Total	1-4 Units	5+ Units	COMPLETIONS: Total	1-4 Units	5+ Units
1978						
SEP	1.371	918	453	181	145	36
OCT	1.381	913	468	180	146	34
NOV	1.371	900	471	167	134	33
DEC	1.310	848	462	170	136	34
1979						
JAN	1.270	813	457	129	100	29
FEB	1.223	776	447	126	97	29
MAR	1.216	777	439	149	113	36
APR	1.228	793	435	142	111	31
MAY	1.259	831	428	156	113	43
JUN	1.283	837	446	166	130	36
JUL	1.300	852	448	151	116	35
AUG	1.301	860	441	159	123	36
SEP	1.283	850	433	181	125	56
OCT	1.274	837	437	174	135	39
NOV	1.226	794	432	165	121	44
DEC	1.148p	723p	425p	172p	137p	35p
10 months						
1979				1.870p	1.421p	449p
1978				1.868	1.486	382
1977				1.504	1.200	304
1976				1.245	1.004	241

INTEREST RATES AND YIELDS

Year and Month	1-4 UNIT MORTGAGES: FHA Opinion Survey: FHA New[3]	Conventional: New	Conventional: Existing	FHLBB Survey: Conventional: New	Conventional: Existing	APARTMENTS[4]	CONSTRUCTION LOANS,[5] ALL TYPES	FNMA: FMS Auction Yields on 4 mo Commitments[6]: FHA/VA Conv	GNMA Current Securities Yield[7]	SELECTED SECURITIES: Aaa Utility New Issue	U.S. Gov't: 10-yr	U.S. Gov't: 26-wk	Prime Commercial Paper 90-119 Days	SPREADS (Basis Points): FHA New Minus Aaa Utility	GNMA minus 10-yr Gov't
1978															
SEP	9.78	9.80	9.85	9.73	9.84	9.720-10.125		9.782	10.015	9.09	8.86	8.42	7.948	8.39	92	67
OCT	9.93	9.95	9.95	9.83	9.90	9.750-10.125		10.053	10.198	9.33	9.17	8.64	8.493	8.98	76	69
NOV	9.99	10.10	10.15	9.86	9.97	9.750-10.125	11.55	10.293	10.560	9.43	9.27	8.81	9.204	10.14	72	62
DEC	10.16	10.30	10.30	10.02	10.08	9.875-10.125		10.508	10.825	9.61	9.28	9.01	9.397	10.37	88	60
1979																
JAN	10.17	10.30	10.30	10.18	10.33	10.125-10.250		10.693	11.060	9.70	9.54	9.10	9.501	10.25	63	60
FEB	10.17	10.35	10.35	10.18	10.36	10.125-10.250	11.79	10.506	11.040	9.68	9.53	9.10	9.349	9.95	64	60
MAR	10.19	10.35	10.40	10.32	10.47	10.125-10.375		10.423	10.932	9.73	9.62	9.12	9.458	9.90	57	61
APR	n.a.	10.55	10.55	10.34	10.54	10.125-10.375		10.645	11.035	9.86	9.70	9.18	9.490	9.85	n.a.	68
MAY	10.61	10.80	10.80	10.47	10.60	10.250-10.500	12.23	10.847	11.357	10.02	9.83	9.23	9.531	9.94	78	79
JUN	10.49	10.90	10.90	10.66	10.71	10.250-10.625		10.773	11.560	9.81	9.50	8.91	9.062	9.76	99	90
JUL	10.46	10.95	11.00	10.78	10.93	10.250-10.625		10.652	11.521	9.81	9.59	8.95	9.236	9.87	87	86
AUG	10.58	11.10	11.15	11.01	11.14	10.375-10.625	12.52	10.671	11.517	9.97	9.48	8.99	9.425	10.27	110	98
SEP	11.37	11.35	11.35	11.02	11.20	10.625-10.875		11.091	11.741	10.40	9.83	9.33	10.203	11.63	154	107
OCT	n.a.	12.15	12.20	11.18	11.30	11.250-11.500		12.497	12.865	11.30	10.97	10.30	11.660	13.23	n.a.	100
NOV	12.41	12.50	12.50	11.37	11.52	11.500-12.000	15.56	12.797	13.794	11.58	11.42	10.65	11.856	13.57	99	93
DEC	12.24	12.50	12.50	11.64	11.89	11.875-12.000		12.485	12.981	11.56	11.25	10.39	11.847	13.24	99	117

LONG-TERM MORTGAGE LOANS CLOSED

(Dollars in Millions)

Year and Month	BY TYPE OF INSTITUTION					BY TYPE OF UNIT, AND INSTITUTION														
						1-4 Units					5+ Units					Nonresidential				
	Total	Mtg. Bankers	S&Ls	Banks[8]	Life Cos.	Total	Mtg. Bankers	S&Ls	Banks[8]	Life Cos.	Total	Mtg. Bankers	S&Ls	Banks[8]	Life Cos.	Total	Mtg. Bankers	S&Ls	Banks[8]	Life Cos.
1978																				
AUG	19,794	4,120	6,948	7,710	1,016	15,640	3,570	6,601	5,414	55	855	150	229	351	125	3,299	400	118	1,945	836
SEP	17,586	4,080	6,165	6,385	956	13,778	3,510	5,867	4,352	49	662	100	182	278	102	3,146	470	116	1,755	805
OCT	18,238	4,670	6,205	6,273	1,090	13,902	3,850	5,860	4,129	63	694	70	217	223	184	3,642	750	128	1,921	843
NOV	18,204	4,280	5,895	6,837	1,192	13,844	3,720	5,582	4,442	100	769	170	193	266	140	3,591	390	120	2,129	952
DEC	19,905	5,670	5,269	6,567	2,399	13,371	3,790	4,913	4,440	228	1,104	200	204	365	335	5,430	1,680	152	1,762	1,836
1979																				
JAN	14,599	4,080	4,080	5,740	699	11,016	3,640	3,779	3,530	67	677	120	182	278	97	2,906	320	119	1,932	535
FEB	12,072	3,560	3,419	4,245	848	8,901	2,840	3,181	2,797	83	522	50	141	184	147	2,649	670	97	1,264	618
MAR	14,051	3,340	4,716	4,818	1,157	10,729	2,890	4,433	3,322	84	709	150	167	286	106	2,593	300	116	1,210	967
APR	15,061	3,810	5,386	4,892	973	11,699	3,040	5,115	3,400	144	873	350	165	238	120	2,489	420	106	1,254	709
MAY	17,183	3,910	6,671	5,616	986	13,819	3,396	6,316	4,050	57	567	65	231	213	58	2,797	449	124	1,353	871
JUN	19,899	4,263	7,209	7,120	1,307	16,005	3,754	6,848	5,246	107	879	199	208	225	247	3,065	310	153	1,649	953
JUL	19,368	4,852	6,111	7,169	1,236	15,412	4,238	5,811	5,237	126	771	232	177	269	93	3,185	382	123	1,663	1,017
AUG	20,200	5,735	6,587	6,661	1,237	16,625	5,066	6,304	5,041	214	787	144	156	338	149	2,808	575	127	1,282	874
SEP	18,188	5,532	5,507	5,706	1,443	14,088	4,681	5,191	3,978	238	847	331	180	265	171	3,153	520	136	1,463	1,034
OCT	20,011	5,554	6,223	6,729	1,505	16,089	5,026	5,916	4,847	220	583	56	184	192	151	3,419	472	123	1,690	1,134
NOV	16,947	4,499	4,968	6,049	1,431	12,718	3,633	4,724	4,111	250	651	175	130	224	122	3,578	691	114	1,714	1,059

LONG-TERM COMMITMENT ACTIVITY

(Dollars in Millions)

Year and Month	OUTSTANDING					ISSUED DURING MONTH				
	Total	Mtg. Bankers	S&Ls	Banks[8]	Life Cos.	Total	Mtg. Bankers	S&Ls	Banks[8]	Life Cos.
1978										
JUL	77,100	17,920	22,393	13,649	23,138	18,482	4,780	7,925	3,672	2,105
AUG	74,650	17,060	22,047	12,432	23,111	17,618	3,810	8,924	3,251	1,633
SEP	74,316	16,170	21,648	13,293	23,205	17,568	4,280	8,163	3,415	1,710
OCT	75,247	16,570	21,503	13,545	23,629	19,065	5,450	8,594	3,081	1,940
NOV	74,594	17,270	20,738	12,393	24,193	17,272	4,300	7,813	3,009	2,150
DEC	72,426	17,300	18,911	12,029	24,186	16,155	4,830	6,167	2,475	2,683
1979										
JAN	71,434	17,320	18,053	11,271	24,790	13,865	4,050	5,478	2,362	1,975
FEB	72,130	16,490	19,038	11,637	24,965	13,580	3,630	6,076	2,234	1,640
MAR	75,593	17,430	21,085	11,549	25,529	17,520	3,900	8,713	2,525	2,382
APR	76,264	14,860	22,923	12,169	26,312	19,030	4,020	9,493	3,257	2,260
MAY	80,544	15,855	23,569	13,127	27,993	21,926	4,630	10,387	3,745	3,164
JUN	79,826	14,831	22,777	13,139	29,079	19,527	3,823	9,003	3,795	2,906
JUL	81,240	16,291	22,366	12,899	29,684	18,343	4,464	8,167	3,215	2,497
AUG	85,197	19,317	22,282	13,329	30,269	21,140	6,608	8,852	3,305	2,375
SEP	87,063	21,553	22,397	12,027	31,086	18,098	5,203	7,730	2,489	2,676
OCT	80,082	16,335	20,930	11,575	31,242	18,010	4,858	7,992	2,889	2,271
NOV	75,665	15,682	18,029	11,408	30,546	12,292	3,458	4,741	2,398	1,695

MORTGAGE INSURANCE

(Units in thousands, dollars in millions)

Year and Month	APPLICATIONS RECEIVED UNITS				INSURED							
		FHA/			Total		FHA(203)		VA		Private	
	Total	VA	Private		Units	Amt.	Units	Amt.	Units	Amt.	Units	Amt.
1978												
JUL	155	89	66		114	4,379	22	691	29	1,179	63	2,509
AUG	169	96	73		129	4,935	23	761	33	1,319	73	2,855
SEP	138	73	65		102	3,949	18	584	22	881	62	2,484
OCT	188	122	66		131	4,931	40	1,279	28	1,179	63	2,473
NOV	152	94	58		121	4,002	17	574	27	1,116	77	2,312
DEC	121	72	49		93	3,805	11	388	28	1,177	54	2,240
1979												
JAN	118	79	39		109	4,393	29	963	33	1,419	47	2,011
FEB	114	74	40		93	3,861	27	936	31	1,367	35	1,558
MAR	157	102	55		98	4,023	25	855	32	1,415	41	1,753
APR	169	106	63		90	3,741	19	665	24	1,075	47	2,001
MAY	185	116	69		102	4,246	23	806	24	1,082	55	2,358
JUN	166	103	63		103	4,338	24	846	24	1,096	55	2,396
JUL	170	112	58		117	4,996	29	1,058	31	1,423	57	2,515
AUG	177	118	59		116	5,042	25	912	35	1,695	56	2,435
SEP	150	100	50		104	4,646	20	744	39	1,910	45	1,992
OCT	155	98	57		104	4,580	29	1,092	22	1,180	53	2,308
NOV	116	76	40		102	4,493	27	1,004	29	1,391	46	2,098

SECONDARY MARKET ACTIVITY

(Dollars in Millions)

Year and Month	FNMA					FHLMC			GNMA	
	4-Month Commitments				12 Month Convert Standby				Pass-Through Securities	
	FHA/VA		Conventional			Comm.	Purc.	Sold	Applications	Issued
	Bid	Accept	Bid	Accept						
1978										
SEP	718	336	485	284	283	678	670	402	3,036	1,203
OCT	1,965	832	1,157	496	502	514	791	370	3,580	1,762
NOV	788	322	861	387	507	582	765	581	2,869	1,721
DEC	627	320	417	221	319	290	598	340	3,295	1,381
1979										
JAN	305	155	114	58	132	327	498	321	2,925	1,426
FEB	211	161	63	45	89	295	401	291	2,892	1,304
MAR	508	284	145	114	71	427	350	116	2,680	1,453
APR	1,323	638	662	364	517	492	358	363	5,907	1,488
MAY	426	185	459	214	503	601	560	572	3,009	1,673
JUN	220	100	358	195	277	462	447	182	3,621	1,860
JUL	133	70	94	70	160	517	518	320	6,211	2,032
AUG	162	83	246	184	184	581	636	354	5,105	2,933
SEP	1,421	600	527	326	343	437	537	347	4,012	2,640
OCT	2,943	1,130	1,050	431	828	504	552	531	6,509	2,639
NOV	558	265	366	190	0	n.a.	n.a.	n.a.	7,410	3,250
DEC	649	249	413	152	0	n.a.	n.a.	n.a.	n.a.	n.a.

MORTGAGE BANKERS CONSTRUCTION AND LAND LOAN ACTIVITY

(Dollars in Millions)

Year and Month	DISBURSEMENTS DURING MONTH					OUTSTANDING COMMITMENTS TO BORROWERS			
	Construction				Land Loans				
	Total	1-4 Units	5+ Units	Non-res.		Total	1-4 Units	5+ Units	Non-res.
1978									
SEP	510	250	100	160	40	4,290	1,510	1,140	1,640
OCT	600	260	160	180	60	4,320	1,530	1,180	1,610
NOV	570	260	120	190	40	4,150	1,520	1,110	1,520
DEC	620	270	180	170	40	4,190	1,550	1,130	1,510
1979									
JAN	550	250	100	200	50	4,400	1,700	1,140	1,560
FEB	420	230	80	110	30	4,130	1,640	960	1,530
MAR	470	280	80	110	40	4,620	1,700	1,150	1,770
APR	570	300	120	150	50	4,250	1,610	1,230	1,410
MAY	560	330	100	130	60	3,910	1,820	740	1,350
JUN	700	450	110	140	50	4,460	2,060	1,120	1,280
JUL	594	312	121	161	59	4,010	1,870	870	1,270
AUG	734	339	151	244	81	4,553	2,072	1,069	1,412
SEP	723	312	86	325	152	4,897	2,101	679	2,117
OCT	784	307	106	371	45	4,487	1,636	1,224	1,627
NOV	687p	231p	161p	295p	45	4,557p	1,703p	1,027p	1,827p
DEC	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

n.a.-Not available; p-Preliminary

[1]From the National Association of Realtors' "Existing Home Sales" series.

[2]Reflects cumulative total through the latest month for each column.

[3]Secondary market gross yields.

[4]Benchmark rates, Citicorp Real Estate, Inc.

[5]Federal Reserve's weighted average interest rate for Commercial Banks.

[6]Weighted average gross yields for accepted bids.

[7]Survey of three New York security dealers. Securities for immediate delivery.

[8]Mutual Savings Banks and Commercial Banks.

Sources: American Council of Life Insurance, Board of Governors of the Federal Reserve System, Bureau of the Census, Citicorp Real Estate, Inc., Department of Housing and Urban Development, Federal Home Loan Bank Board, Federal Home Loan Mortgage Corporation, Federal National Mortgage Association, Government National Mortgage Association, Mortgage Bankers Association of America, National Association of Mutual Savings Banks, National Association of Realtors, Veterans Administration.